

Message Text

CONFIDENTIAL

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14

ACTION EA-14

INFO OCT-01 ADP-00 PM-09 DODE-00 SS-15 NSC-10 L-03 CIAE-00

INR-10 NSAE-00 RSC-01 AID-20 EB-11 MC-02 COME-00

TRSE-00 IGA-02 RSR-01 /099 W
----- 047701

R 120601 Z APR 73

FM AMEMBASSY JAKARTA
TO SECSTATE WASHDC 6445
INFO AMEMBASSY KUALA LUMPUR
AMEMBASSY SINGAPORE

CONFIDENTIAL JAKARTA 4356

E. O. 11652: GDS
TAGS: MASS ID
SUBJ: MILITARY SALES- VISIT OF NORTHROP CORPORATION SALES REP

REF: STATE 61761

1. BELIEVE NORTHROP SHOULD WEIGH FOLLOWING FACTORS BEFORE MAKING FINAL DECISION TO SEND MR. VOSS TO JAKARTA TO DISCUSS NORTHROP' S INTEREST IN INDONESIA (REFTEL).
2. CURRENT (1968-73) AND FORTHCOMING(1974-78) GOI FIVE YEAR PLANS PLACE PRIMARY EMPHASIS ON ECONOMIC DEVELOPMENT, A POLICY WHICH THE USG AND OTHER IGGI DONORS SUPPORT. IN THIS CONTEXT THE GOI HAS PROGRAMMED NO FUNDS FOR THE PURCHASE OF CLOSE SUPPORT AIRCRAFT SUCH AS THE F-5 E S.
3. INDONESIAN AIR FORCE HAS JUST RECEIVED 16 SABRE JETS FROM AUSTRALIA AND IT IS OUR ESTIMATE THAT DIGESTING THESE WILL REQUIRE SOME TIME.
4. GIVEN THE GOI' S POLICY OF NOT SPENDING LARGE AMOUNTS OF FOREIGN EXCHANGE FOR MILITARY EQUIPMENT, WHICH THE US SUPPORTS, AND TAKING INTO ACCOUNT THE INDONESIAN AIR FORCES' S LIMITED ABSORPTIVE CAPABILITIES, THERE APPEARS LITTLE OPPORTUNITY FOR NORTHROP FRUITFULLY

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TO EXPLORE POSSIBLE FUTURE SALES OF THE F-5 E S AT THIS TIME. WHILE EMBASSY OFFICERS WILL, OF COURSE, BE GLAD TO DISCUSS THIS AND ANY OTHER MATTER WITH NORTHRUP'S REPRESENTATIVE, WE DOUBT THE UTILITY OF ANY BRIEFINGS OF GOI OFFICIALS AND, THUS BELIEVE NORTHRUP SHOULD RECONSIDER PROPOSED VOSS VISIT TO INDONESIA, ESPECIALLY SINCE HE HAS ALREADY BRIEFED THE INDONESIANS. TOUSSANT

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*** Current Handling Restrictions *** n/a

*** Current Classification *** CONFIDENTIAL

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